The Iowa Collector

Official Publication of the
Iowa Numismatic Association

The Iowa Numismatic Association
Established in 1938



In This Issue
INA's 75th Anniversary Convention

Winter & Spring 2014
Volume 55 Number 1

http://ina.anaclubs.org

IOWA NUMISMATIC ASSOCIATION'S

76th Annual

COIN SHOW & CONVENTION

October 18 -19 , 2014

Saturday 9:00 am - 5:00 pm
Sunday 10:00 am - 4:00 pm

Adventurland Inn
I-80 exit 142
Altoona, IA
Next to Adventureland and Prairie Meadows

Coins - Currency - Tokens - Stamps - Related Items
Tables full of Treasures

Buy - Sell - Trade - Browse - Appraisals

Free admission **Free Parking**

★ **Raffle** ★
Need not be present to win

Coin show hosted by The Des Moines Coin Club

For Information:
Christopher Seuntjens
80- 701 (515) 251-4031
3427 Merle Hay Road - Des Moines, IA 50310

The Iowa Collector

Official Publication / Iowa Numismatic Association

Volume 55, Number 1 January 2014

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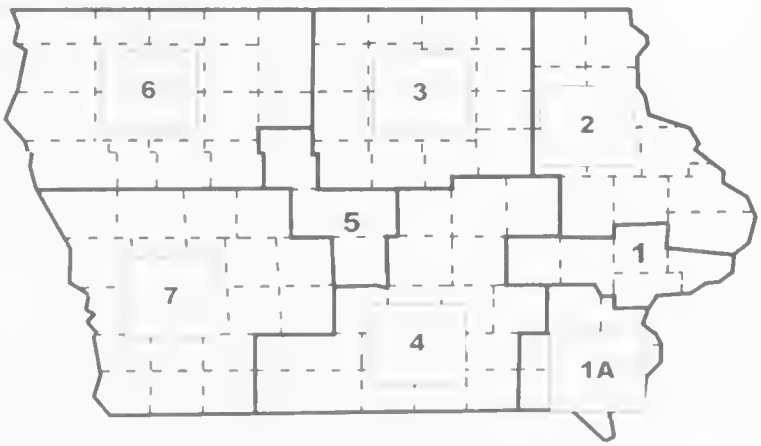
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Regional Districts



The Iowa Numismatic Association
Officers



President
Rusty Crawford
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Secretary/Treasurer
Beverly Ashton
.....615 Central Ave., Fort Dodge, IA 50501
(515) 573-3033



Immediate Past President
Christopher Seuntjens
.....3427 Merle Hay Road, Des Moines, IA 50310
(515) 251-4031 chris@christophersjewelry.com

District Directors

1. Tom Robertson.....P.O. Box 3003, Iowa City, IA 52244-3003
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2.Lee Roe.....104 Fillmore Street, Cascade, IA 52033
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5. Sam Ashton..... 615 Central Ave., Fort Dodge, Ia 50501
(515) 573-3033

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(712) 330-3671

7.Open

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Dale Dye.....(319) 321-1571
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(515) 233-4637 dwstark@aol.com

Robert Simon.....Urbandale, IA

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LEGAL ADVISOR

Open

EDITOR: THE IOWA COLLECTOR

Denny Ross 7079 189th St., Albia, IA 52531-8771
(641) 932-2731 den72ny@gmail.com

From the Editor

Would you like to see news of your club's activities covered in *The Iowa Collector?* The editor welcomes news of club happenings in the *Iowa Numismatic Associations* region. Send any information on your upcoming coin show, election of new officers and other club news and articles, prepared by club members, to the Editor. Include any photographs with your article, to make your story more interesting.

Send to: Editor, *The Iowa Collector*
7079 189th Street
Albia, IA 52531-8771

Presidents Message



Rusty Crawford

Hello fellow Numismatists. I write this at the beginning of the all-confusing 2013 Holiday Season. From all the hype and advertising one is hard-pressed to know if there was a Halloween, Hanukkah, Thanksgiving, etc. It all seems to be squeezed into buy, buy, buy! If one is into the giving of numismatic items as gifts for the Christmas season, please use your own good judgment concerning what to give. I do like the 10 year rule concerning Mint items (though I often do not follow my advice) – wait until the item has been out for ten years before you purchase it. Then, most of the hype and first-blush pricing will be gone. Sure, sometimes an item will have greatly appreciated and be costly to purchase. However, gift giving means presenting something of meaning to someone with meaning—right? I touch on the buying of bullion materials with some trepidation. We all have seen values fluctuate quite a bit over the past year or so. We have seen the number of bullion items increase significantly at the coin shows. We all have seen the great amount of advertising telling us that owning bullion is our duty and the proper thing to do as a hedge against almost everything. Bull feathers! The dealer members of the INA have many numismatic items for sale that have vastly greater beauty, historic meaning, and overall value than most of the rounds, ingots, and made-up bullion pieces in the display cases. A beautiful high-end Walking Liberty Half Dollar or Buffalo Nickel, or Flying Eagle Cent, or Saint Gaudens Double Eagle has infinitely greater beauty than most of the replica pieces sold at greatly inflated prices. AND, the values of the "real thing" will generally maintain through time. A trip to your local coin dealer may well be worth your time. Remember, we are numismatists. That means we collect and study coins and medals. Sure, we all have non-numismatic items in our collections. That is an inevitability of being a collector (remember, if you have more than two of something, you have become a "collector" (I often tell Carolyn that when she is adding another pair of shoes to her collection). Please, I do not wish to overly disparage the collecting and selling of bullion based materials. I am just preaching on the appropriateness of remaining focused on that which brings us together.

I hope that the past year has been pleasant and profitable in all ways. I wish for all of us a most Joyous 2014. May we find Peace, Happiness, Companionship, and live in interesting times.

Happy New Year. Rusty

From The Secretary's Desk



Beverly Ashton

Hello from Fort Dodge. Christmas is looming as I write this and as usual I have too many things I'm wanting to get done competing with what I need to get done. I always have a hard time prioritizing. A big thank-you goes out to Tom Robertson and the entire Old Capitol Coin Club for the fantastic 75th INA Show and Convention we had in October. If you did not get your 75th medallions I will have them available at Nevada.

Next year is election time for the INA Board. We need nominations soon.

I trust everyone had a Merry Christmas and a Happy New year.

Beverly Ashton
INA Secretary/Treasurer

INA Board and Membership Meeting Dates

The INA officers hold three board meetings each year and one open membership meeting. These meetings are held in conjunction with a coin show. The annual board meeting is held during the INA's Annual Coin Show & Convention which is hosted by a different Coin Club each year. The INA's officers board meeting is held the evening of the first day of the INA coin show and the open membership meeting is conducted on the morning of the second day of the INA coin show.

Regular INA Board meetings:

February 22, 2014 at Coin-a-Rama, Nevada, Iowa
July 13, 2014 at Central Iowa Coin & Stamp Expo, Altoona, Iowa
October 18, 2014 at Annual, INA Show, Altoona, Iowa
October 19, 2014 Open membership meeting, Altoona, Iowa

October 19, 2014 INA Board Meetiong Iowa City, Iowa

President Rusty Crawford called the meeting to order. The minutes were read. Denny Ross moved they be approved, Bob Stark seconded, and the minutes were approved.

The Treasure's report was given with a balance of $7,645.53 in the general fund. Dale motioned we accept the report, Don McCulloch seconded and it was approved.

Rusty made an announcement that 5 of the numbered medals on the silent auction have not received any bids yet. Numbers 4, 6, 7, 8, & 9 are currently available for starting bids of $50.00.

Bev read a list of the 50 year + members. Denny motioned that we table any discussion of what we want to do with this information until the Nevada show, Bob Simon seconded and it was approved.

Chris Seuntjens was asked about next year's INA show. He was looking at the possibility of the Holiday Inn on Merle Hay. They finally got back to Chris with numbers on the show and it was going to be considerably higher, so we will be back to Adventureland Inn for October 18-19, 2014. The show for Des Moines will be July 13, 2014.

Denny motioned we adjourn, Chris seconded and we adjourned.

Respectfully submitted,
Beverly Ashton
Secretary Treasurer

Members present: Rusty Crawford, Denny Ross, Tom Robertson, John Jackson, Don McCulloch, Sam Ashton, Brian Sparks, Chris Seuntjens, Dean Parr, Dale Dye, Bob Simon, Beverly Ashton Dave Stark, Ron Lashmit & Clarence Mitchell

INA Membership Meeting Minutes.

President Rusty Crawford called the meeting to order. The minutes were read, Denny Ross moved they be approved, Ron Lashmit seconded, and the minutes were approved. The Treasure's report was given with a balance of $7,645.53 in the general fund. Rusty presented the ANA's 75th year certificate and plaque. The Outstanding Numismatist of the Year award was presented to Denny Ross. Denny gave a short thank-you.

The Nevada show will be held Feb 23-24, 2014. Denny motioned we adjourn, Ron seconded and we adjourned.

After the meeting Dean Oakes gave a talk on the history of the INA

From The Editors Desk



Denny Ross

Well here we are at the beginning of a new year. 2013 provided us with a lot of interesting happenings in the field of numismatics, especially in the bullion markets Things have kind of leveled off in the prices of precious metals markets at this time. Metals forecasters are predicting that the prices for precious metals will increase steadily in prices through the 2014 year with no drastic rise and falls in the metals prices. That remains to be seen.

The 75th INA Anniversary Coin Show & Convention held in Iowa City in October was great, and provided several activities for collectors to enjoy. The INA members enjoyed a great dinner after the daily activities on Saturday.

I was personally humbled and honored to receive the Outstanding numismatist of the Year award. Thank you to all of the INA members who voted for me. I look forward to seeing all of you in Nevada at Coin-A-Rama and thanking you personally for your support.

Call For Nominations

In accordance with the bylaws of the Iowa Numismatic Association, I hereby make the offical call for nominations for the officers of the I.N.A. for the year of 2015-2016. Any member in good standing may nominate a candidate for the office of President, Vice President, Second Vice President, Secretary/Treasurer and Directors. You may nominate people from your own district to serve as District Directors but no more than two Directors from any one district. In addition, candidates for Direstor-at-Large may be nominated. Nominations must be mailed to Second Vice President Dean Par at 2761 Bever Ave. S.E., Cedar Rapids, Iowa 52403, no later than June 30, 2014. Ballots will then be mailed to each member of the I.N.A. so their vote may be mailed to the Secretary.

Remember, under the format, each member has a voice in the election and need not be present at the I.N.A Convention to be heard. In accordance with the bylaws, the chair postions9President, Vice President, must be filled by persons who have served as Directors or Officers of the I.N.A. It is your privilege to exercise your right, as a member, to nominate and vote. Please be sure to exercise your right.

Financial Statement July 13, 2013-October 19 2014.

Starting Balance	INA Regular	ICTA Fund
	$9,417.75	0.00
Receipts		
Dues	448.00	
Ads	120.00	
Donation	10.00	
Interest	1.18	
	579.18	
Expenses		
Insurance	1,044.00	
Computer software	162.47	
Wal-Mart- envelopes	22.28	
Returned Collectors	8.48	
Denny-postage, labels, etc	162.85	
Ottumwa Printing	682.75	
Postage Stamps	230.00	
Office Max-Supplies	38.57	
	2,351.40	
		0.00
Current Balances	7,645.53	
Checking	5,275.23	0.00
Savings	2,330.30	
Cash	40.00	0.00
	7,645.53	

INA Bylaws

The Bylaws can be viewed on the INA website: http://ina.anaclubs.org A white copy, of the bylaws, can be obtained by contacting INA Secretary Beverly Ashton, 615 Central Avenue, Fort Dodge, IA 50501

SEMINAR SPEAKERS

Tom Robertson (319) 351-2512 tdrobby@yahoo.com
Programs on - Seated Liberty series; ½ dime, dimes, quarters Half dollars & seated dollars. Barber series; dimes, quarters & half dollars. ½ cents, large cents, two cents, silver three cents & nickel three cents. Clubs & Organizations.

Dale Dye (319) 351-3006
Programs on - Shields nickels, Liberty nickels, Buffalo nickels.

Brian Fanton (319) 294-4377
Programs on - Grading, Boy and Girl Scout merit badge programs Slabbing, The 'Art of coin collecting 'and general numismatic topics.

Denny Ross.....(641) 932-2731 den72ny@gmail.com
Program on - Lincoln cents 1909 thru 1958.

Dean Parr (319) 366-0552 drparr@mchsi.com
Programs on - Foreign coins & World paper money.

Lee Roe(563) 852-3517 hilltopcoin@netins.net
Programs on - Buying and selling coin collections. Slabbing.

Steve Feller.....(319) 393-7052 sfeller@coe.edu
Programs on - POW Scrip, WW II Concentration Camp money, Civil War money, The New Orleans mint, Ancient coins, and other topics.

SHOW COORDINATOR

John Jackson (712) 274-9195 jjcoin1@hotmail.com

MEMBERSHIP COORDINATOR

Chris Seuntjens.....(515) 251-4031 chris@christophersjewelry.com

WEBMASTER

Dean Parr (319) 366-0552 drparr@mchsi.com

When and where Coin Clubs Meet

Ames ------ Last Wednesday, Senior Citizens Center, 7:00 PM Scott Nichols @ (515) 232-9222

Burlington -------- Fourth Tuesday, No meeting in Dec., Burlington Public Library, 210 Court St., 5:30 PM. Roger Armstrong @ (319) 850-7339

Cedar Rapids ----- Third Wednesday, 7:30 PM, Rockwell Main Plant Cafeteria, 35th St. N. E., Bob Johnson @ (319) 573-6652

Clarion - Fourth Thursday, Pizza Ranch on Main St, 7:00 PM, Boyd LaRue @ (515) 532-0056 or Bill Soesbe @ (515) 532-2155

Decorah ----- First Tuesday, V. F. W. Building basement , 104 State St 7:30 PM, Dave Sanderson @ (563) 568-2371

Dubuque ---------- First Thursday, Bridge Restaurant, 31 Locust St, 7:00 PM Neil Aitchison @ (563) 556-5254

Des Moines -- First Tuesday, St. Marks Episcopal Church, 3120 F 24th, 7:00 PM, Roscoe Simmons @ (515) 262-6008

Fort Dodge ------- Second Thursday, ICCC Career Education Building., 330 Ave M, 7:00 PM, Sam Ashton @ (515)573-3033

Grinnell ------- Second Monday, Community Center (Senior Citizens Room) 7:30 PM, George Fowler @ (641) 236-3549

Hiawatha ------- Fourth Wednesday (except June & July), Hiawatha Library 150 W Willman St. (or the shop) 7:00 PM, Brian Fanton @ (319) 294-4377

Keokuk ------- Third Thursday every month, Keokuk Public Library, 210 North 5th Street 7:00 PM, Tom Gardner @ (319) 524-7366

Old Capitol (Iowa City) -------- Second Tuesday, Veteran's Administration Hospital (Third floor cafeteria), Hwy 6, 7:00 PM Tom Robertson @ (319) 351-2512

Oskaloosa --- Second Thursday each month, 103 High Avenue, 7:30 PM Clarence Mckee @ (641) 672-2763

Ottumwa - Fourth Tuesday, Albia Road Baptist Church, 1601 Albia Road (Basement), 7:00 PM, Kermmit Uhde (641) 682-0525

Port City (Muscatine) - Fourth Tuesday (Dec meeting 3rd Tue), Musco Lighting, 2107 Stewart Rd., Muscatine 7 PM, Jim Burr (563) 262-9313

Quad City (Moline, IL) - Third Thursday, Garden Center, 5th Ave and 34th Street, 7:00 PM, Robert Hook @ (309) 949-3707

Glenwood Coin Club - Second Thursday, Glenwood Coin Shop, 13 North Vine Street, Suite 2, 7:00 PM, Tom Flynn (712) 527-4312

Siouxland (Sioux City) - First Tuesday, First United Methodist Church, 1915 Nebraska Street, 7:00 PM, John Jackson @ (712) 274-9195

Storm Lake - Second Tuesday, Chamber of Commerce Bldg., 119 West 6th Street, 7:00 PM, Russ Post @ (712) 284-2110

Wadena - Third Thursday, Historical Center, West Union, IA, 7:30 PM Dr. James E. Ralls @ (319) 283-4440

Waterloo/Cedar Falls - Second Tuesday, Waterloo Arts & Rec. Center, First & Commercial Streets, 7:00 PM, Dennis Bracken @ (319) 231-8385

Dear I.N.A. Member

The 2014 year is here. We encourage you to support the I.N.A. with your ad in The Collector. The rates are.

Full Page **$100.00** **Half Page** **$60.00**

Quarter Page **$30.00**

Ad rates for private shows will be prorated from the normal yearly advertising rates.

Full page ads for INA Coin Clubs are $10.00. Non INA Coin Clubs are $25.00.

There are 3 issues of our deluxe publication, with a 4th issue when needed. Anyone would be proud to have their ad in "The Collector". We try to get articles and information for the good of our members. We encourage everyone to write an article concerning numismatic information which might help other collectors, especially our new members.

Thank you for your sponsorship!

Chris Seuntjens
3427 Merle Hay Rd.,
Des Moines, IA 50310

The Iowa Collector is published 3 times a year
Publication dates:
January, May, & September

2014 Coin Show Calendar

Jan 19 - Monthly Coin Show - Hilton Gardens Inn, 2702 Mid America Dr Council Bluffs, IA (9-4) Ed Bishop (402) 720-3355

Feb 16 Tri State Coin Show - Diamond Joes Casino, 302 Bell Street, Dubuque, IA (9-4) Richard Hillard (563) 557-7210

Feb 16 - Monthly Coin Show - Hilton Gardens Inn, 2702 Mid America Dr. Council Bluffs, IA (9-4) Ed Bishop (402) 720-3355

Feb 9 Burlington Club Auction - Pzazz Convention Center Fun City Complex, in Hall 'B' Burlington, IA (1pm) Roger Armstrong (319) 850-7339

Feb 22-23 Coin-A-Rama - Gates Hall, 825 15th Street, Nevada, IA (9-5), (9-3) Scott Nichols (515) 232-9222

March 9 Cedar Rapids 75th Anniversary Coin Show - Elks Lodge, 801 33rd Ave. SW, Cedar Rapids, IA (9-4) Bob Johnson (319) 572-6652

March 23 Port City Coin Show - The Rendezvous, 3127 Lucas Street, Muscatine, IA (9-4) Jim Burr (563) 262-9313

March 29-30 Fort Dodge Coin Show - Crossroads Mall, 5th Ave. S & 25th St. Fort Dodge, IA (10-6), (10-4) Sam & Bev Ashton (515) 573-3033

April 6 Quad City Coin Show - Milan Community Center, Camden Park, U.S. Route 67, Milan, IL (9-4) John Brixy (309) 788-8726 WK days after 4:00pm

April 12 Clarion Spring Coin Show - Clarion High School, 1111 Willow Drive, Clarion, IA (9-4 Boyd LaRue (515) 532-9956 or Bill Soesbe (515) 532-2155

April 13 Burlington Coin Show - Pzazz Convention Center Fun City Complex, Burlington, IA (9-5) Roger Armstrong (319) 850-7339

April 13 Monthly Collectors Show - Hilton Garden Inn, 2702 Mid America Dr., Council Bluffs, IA 9-3 Ed Bishop (402) 720-3355

May 4 Waterloo Coin Show - Waterloo Recreation Center, West First & Commerce Streets, Waterloo, IA (9-4) Dennis Bracken (319) 231-8385 djb55m*a*mchsi.com

Coin-A-Rama
February 22nd - 23rd
Sat 9:00 - 5:00, Sun 9:00 - 3:00
Gates Hall
825 15th Street
Nevada, Iowa

Join the Iowa Numismatic Association

Membership

Any Person interested in numismatics, over 18 years of age of good moral character may become a member upon recommendation of the membership committee. Dues are $10.00 per year.

Object

The object of this corporation shall be to:
Encourage and promote the science of numismatics.
Cultivate fraternal relationships among coin collectors and students.
Foster the interest of youth in the subject.
Encourage and assist new collectors.
Stimulate and advance affiliations between our associations and kindred organizations in the United States and foreign countries.
Acquire and disseminate numismatic knowledge.
Generally represent numismatic interests throughout the State of Iowa.

Junior members

Any person between the ages of 0 and 18 years old and sponsored by a senior member may be considered for junior membership. Junior members may not hold office, but may vote for elective offices. Dues to be $2.00 year.

Officers

Officers are elected every two years by membership vote, by mail ballot, and take office at the annual convention following election. Officers consist of 16 members, including the President, the First and Second Vice Presidents, the Secretary/Treasurer, the immediate Past-President, and 11 Directors.

The annual membership meeting is held each year at the Iowa Nuuismatic Associations Annual Convention held in the fall.

The Iowa Collector, the official bulletin, is published three times each year and sent to each member. The I.N.A., upon request, will help the heirs of any member in good standing find a qualified person or persons, in his area, to appraise an estate.

For further information about the I.N.A. contact any member, director or officer. An application has been enclosed with this issue of The Iowa Collector. To join fill it in and send it along with your check to:

Beverly Ashton
615 Central Avenue
Fort Dodge, IA 50501
(515) 573-3033

APPLICATION FOR MEMBERSHIP IN THE IOWA NUMISMATIC ASSOCIATION

I hereby make application for membership in the" IOWA NUMISMATIC ASSOCIATION", subject to the provisions of its Articles of Incorporation and By- laws.

Send this application together with $10.00 for the current years dues.
Young applicants dues are $2.00 per year until the age eighteen.

Note: The I.N.A. year runs from January 1st to January 1st

Date _____

Applicants Name (please print)

Mailing address

E-mail address _____ Phone # _____

City State Zip Code

Date and Year of Birth

Signature of Applicant

Signature of Proposer I.N.A. or A.N.A. Number

For use of Secretary Treasurer

NO Date Received

CLARION IOWA COIN CLUB PRESENTS

Clarion "Spring" Show

Saturday April 12, 2014
9:00 AM - 4:00 PM

Coins
Currency
Silver



Stamps
Gold
Tokens

Sports Cards

Buy - Sell - Appraisals

Clarion High School
1111 Willow Dr.
Clarion, Iowa 50525



Lunch Available On Site
Admission Free
Door Prizes

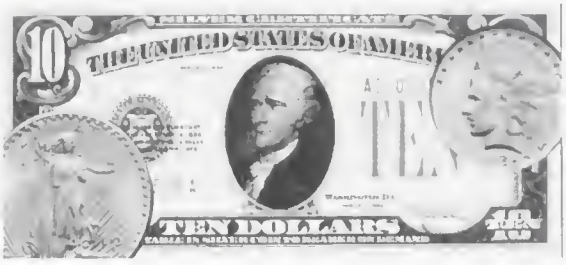


Raffle

Contact:
Boyd LaRue (515) 460-5681
Bill Soesbe (515) 532-2155
Tables: 1 - $20, 2 - $35, 3 - $50

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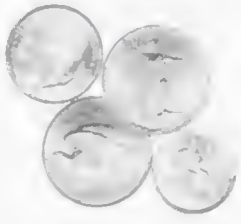


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Btrinkgeld@mchsi.com

Coin-A-Rama

February 22nd & 23rd, 2014

Sat. 9am - 5 pm Sun. 9 am - 3 pm



Gates Hall
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Nevada, Iowa



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Coins - stamps - Postcards
Buy ★ Sell ★ Appraisals

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Free Prizes For Kids

Raffle
Tickets $1.00 each or 6 for $5.00

Bourse Chairman
Scott Nichols
221 Main Street
Ames, IA 50010

Sponsored by: Ames Coin Club

Meets last Wednesday of each month at 7:00pm
Heartland Senior Citizens Center
Visitors Welcome

Fort Dodge Coin Club Show

March 29, 2014 - 10 AM - 6 PM
March 30, 2014 - 10 AM - 4 PM

Crossroads Mall
5th Avenue South & 25th Street
Fort Dodge, Iowa

Coins - Stamps - Paper money
Sports Cards - Postcards - Collectibles

Sam & Bev Ashton - Bourse Chair-people
615 Central Avenue
Fort Dodge, Iowa 50501
(515) 573-3033

8' Space - $30 ($35 after March 1, 2013)

Sponsored by: Fort Dodge Coin Club

Free Parking **Free Admission**

Public Welcome

Fort Dodge Coin Club and its members are
NOT RESPONSIBLE FOR ACCIDENTS OR THEFTS



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Bettendorf, IA 52722

Open Tues. - Fri. 10 am - 5 pm
Other days by appointment





What denomination of coin was reportedly struck from Martha Washington's silver?

A. 1792 half dime
B. 1794 half dollar
C. 1796 quarter
D. 1795 dollar

What was the first year the Flying Eagle cent was officially released for circulation?

A. 1856
B. 1858
C. 1857
D. 1859

The purpose of the INA is to bring together those persons interested in the hobby of collecting coins. To encourage active participation in Numismatics. To encourage the principals of fair dealing. To study the history of the world through the art of coin, currency, and exonumia. To provide a forum for Iowa numismatists to share their interests and knowledge with prospective new collectors.

United States
&
Canadian Coins

Rare Coins

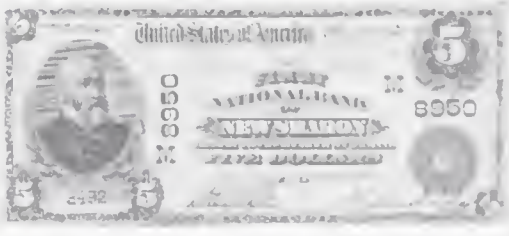
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Gary Ihrke

18238 State Hwy 63
Spring Valley, MN 55975
(507) 346-1717

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Tim Kyzivat
708-784-0974
kyzivatcurrency.com

PCDA INA

Port City Coin Club

Since 1938

Annual Coin Show

Sunday March 23rd, 2014



9:00 AM - 4:00 PM



The Rendezvous
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Nine Ways To Get More Money For Your Coins.

By Jamie Hernandez

Selling at Auction

Advantages: Auction firms promote their upcoming auctions and have a large coin collector/dealer audience, who usually show up and bid at these auctions. Additionally, someone else does most of the work for you such as imaging, describing and selling the coin, the auction firm also collects funds and ship the coin to the new buyer. In reality, all you do is collect the money if it sells. Some auction firms also offer cash advances in case the consignor needs the money.

Disadvantages: Auction firms usually charge a percentage (usually 17%). Payout can take several weeks to months. If the coin does not sell it may be recognized as a coin that recently failed to sell giving the new potential buyer a reason to haggle. Additionally, you will have to pay the auction house a consignment fee, even if it fails to sell.

Sell to the Right Person

Benefits: This is much easier said than done. However, selling to the right person directly means you can cut out the middle man, which in the end means more money in your pocket. Selling to the right person can also mean that potential buyer really wants the coin and they are willing to pay a premium which sometimes can be more than what coins are selling for at auction. Selling through this method usually means that you don't have to wait weeks or months for payment either.

Disadvantages: It requires a lot of time and work to find the right person and it is necessary to provide good images and usually a well written description of the coin. This method can also be risky because many buyers will request for you to ship the coin before they will send payment.

Have Your Coin(s) Graded

Benefits: Having your coins graded allows you to maximize the value of your coins. Makes the coin more appealing to collectors, dealers and investors since it has a guarantee of authenticity and condition. There is much more information available at your disposal such as population date, auction prices and much more.

Disadvantages: Choosing the Wrong Grading Company

Have Great Images

Advantages: They say a picture is worth a thousand words. The same applies with coin images. There are coins that have sold for twice or more than the same coin in the same grade because of having a great image. Remember, many buyers are looking for coins that appeal to them and the best way to make them appealing is by taking some great impressions of

your coins when selling in case you decide to sell it yourself.
Disadvantages: Learning how to take great images takes time and talent. Having the right camera can be very expensive which can run anywhere from hundreds of dollars to thousands of dollars. You also have to have the right tools like camera accessories, lighting, programs, lens, etc.

Sell at the Right Time

Advantages: Timing is one of the most important factors when selling a coin, which is really underestimated. I do not know how many times I have heard individuals saying they realized very little for their coin because they had to sell their coin at the moment. When you buy a coin you need to be able to hold on to it until the timing is right in order to realize a significant profit. Patience is very important. Example, if you bought a generic or bullion gold coin and gold has gone down 20% or so since you bought it, more than likely it is not the right time to sell your coin if you can hold on to it.
Disadvantages: Most of the time we don't know when the time is right and many collector sometime end up selling at the wrong time. If wanted to sell a coin for profit right when you bought it, then time is against you.

Promote Your Coin

Advantages: Promoting your coin means you are getting the word (out) about your coin(s). This can be by posting it yourself in an online auction such as ebay or even if you have consigned it to someone else. Get the word out about your coin. Maybe you can go on some messages boards and let them know you have coins upcoming for sale., you can write an article for a numismatic website or newsletter and ask them if you can link to your coin)s) that are for sale. Take your coins to a coin show and let some dealers look at your coins to see if someone makes you the right offer.

Say Very Little or Say Nothing at All

Advantages: Sometimes saying very little or nothing at all when making a deal on a coin can work on your side. Several times in my experience I have sold coins for much more than what I was asking for by allowing the buyer to make an offer before I said anything. One time I couldn't sell a coin for $200 to anyone so I mailed it to a dealer along with several other coins and he offered me $1,200 without asking me what I wanted for it.
Disadvantages: Sometime if you say nothing or very little the potential buyer can do all the talking and if they're good at dealing, they can convince you that your coin is worth much less than what you are asking for. This has also happened to me as there are some smart negotiators out there.

Pick the Right Coin

Advantages: This one is probably one of the most important factors. First of all, buy what you like but if you are thinking of investing in coins it is important to choose

the right coin and paying the right price for it. If you buy a coin that you don't like the odds are others won't like it either.

Disadvantages: You don't want to buy the wrong coins, example, ten thousand Lincoln Cents in MS 64 condition when there are possibly millions of them out there in MS 65 condition or higher. Also, some series have not moved up in price for many years such as common year Mint Sets or Proof Sets. So, do your research.

Play Hard to Get

Advantages: An example of plying hard to get is when someone who is interested in a coin or coins that you have, that you are thinking of selling and you might also add that you don't know what you will be asking for the coin(s). You then let the person or company come to you and let them make you some good offers on your coin(s). I have done this before where some auction companies have pursued me to consign some coins to them and also some collector have pursued me on some coins which I indicated I was thinking of selling. In my mind, I had already decided I was going to sell them but by the fact that I mentioned I was thinking of selling they came to me and made some really great offers of some which I couldn't resist.

Disadvantages: Some dealers, auction companies, or collectors may not like to haggle. They want a quick and straight answer whether you are selling or not and if so, they want you to name your price where they can either pass or play. If not, they won't even entertain making any deal with you at all.

So here you have it, these are just some of the ideas I can come up with when writing this article. If you have any others that have worked for you let us know and we can mention them in an upcoming article. Maybe next time we can discuss, "How to Get a Great Deal When Buying Coins."

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INA Celebrates 75 Years

On October 19 & 20 the Iowa Numismatic Association celebrated its 75th anniversary in Iowa City at the Clarion Inn. Hosted by the Old Capitol Coin Club. Bourse chairman Tom Robertson and coin club President Alice Grimm overseen the preparations and activities of the two day show. It was appropriate for the 75th anniversary show to be held in Iowa City as it was in Iowa City in July of 1938 that the INA organization was established.

There were a lot of activities for attendees to enjoy including several numismatic displays presented by several INA members. Those viewing the displays had the opportunity to vote for the peoples choice of the displays and the top vote getter , Tom Robertson received a nice trophy for his display of seated coinage.

Saturday offered the opportunity to those attending the coin show to sit in on two educational and interesting numismatic seminars. At 1:00 pm professional Numismatist Dean Oakes gave a talk and slide show on Obsolete Iowa Bank Notes and at 2:00 pm Professional numismatist Ron Lashmit did a presentation on Major Errors on Coins.

A large cake honoring the INA's 75th anniversary was donated by two INA members for anyone attending the show with a sweet tooth to enjoy.

Overall attendance at the show for the two days was a little less than anticipated. Several dealers mention that sales were less than what they generally experienced at other Iowa City annual coin shows.

The Saturday evening dinner banquet and membership meeting was well attended by INA members and member dealers. The dinner was followed by a regular membership meeting at which time INA president Rusty Crawford displayed the congratulatory plaque the American Numismatic Association presented to him, as the INA representative, at the ANA Chicago coin show in September.

Central States representative Mitch Ernst presented a congratulatory plaque on the 75th milestone of the Iowa Numismatic Association. In keeping with the previous presentations Old Capitol Coin Club President, Alice Grimm presented the INA a certificate of congratulations on the longevity of the INA..

INA President Rusty Crawford then announced the winner of the INA members selection of the Outstanding Numismatist of the Year award to INA member and the Editor of The Iowa Collector, Denny Ross.

The evenings festivities were capped of with a great presentation by INA life member Dean Oakes, on The Past, Present and Future of Numismatics in the world community and market place.

75th INA Coin Show Activities



Numismatic supply dealer Lonnie Cline assists collectors.



Collector examining a dealers inventory looking for that special coin.



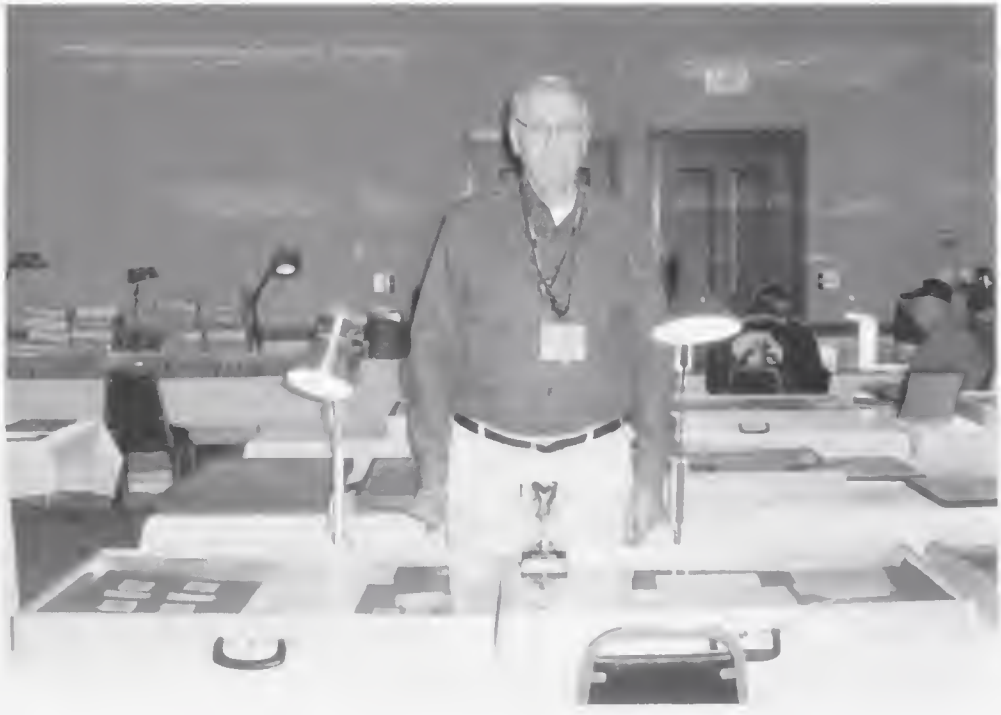
75th Anniversary cake donated by a couple of INA members



Dean Oakes giving presentation on Obsolete Iowa Bank Notes



Ron Lashmit gave a presentation on Major Errors on Coins.



Tom Robertson won the Peoples Choice Award for his display

75th INA Coin Show Activities



Rusty Crawford shows plaque INA received from ANA.



Mitch Ernst of Central States presents INA President with Congratulatory plaque



Rusty displays a certificate of congratulations to the INA from the Cedar Rapids Coin Club



Rusty presents the outstanding Numismatist of the Year award To Denny Ross



INA members and dealers enjoying the Banquet Dinner

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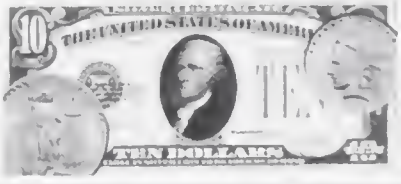
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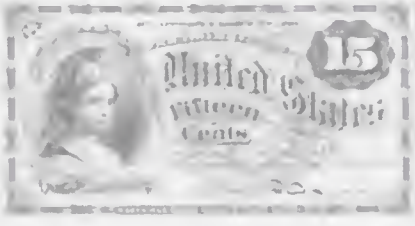
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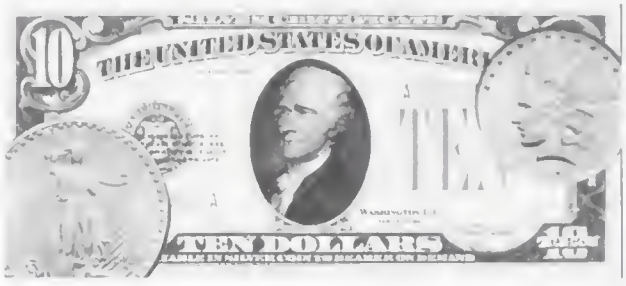
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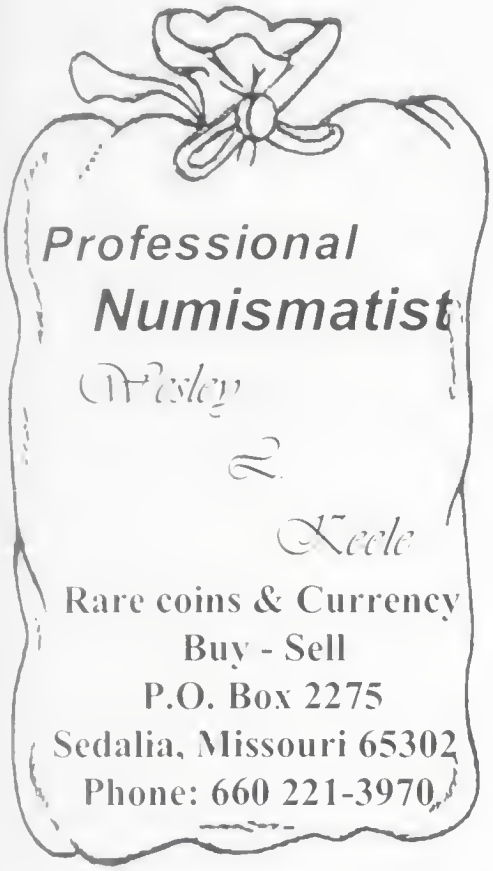
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